

MEMORANDUM

TO: Brewster Kahle
Nick Scharf
FROM: Meikle Syme Hall
RE: Maternity Leave
Date: March 14, 1995

Currently, I am working more than full time to get the Production Services Department up and running. I hope to have put together enough resources and organization before the end of May to insure that the department is running smoothly and systems are in place. There is a great deal of work to be done before this time as we all know.

Here is my game plan:

My official due date is June 7th. You gentlemen who have kids know this is an arbitrary date and we are really talking about a span of 2 weeks before that to 2 weeks after that if all goes well.

I plan to work up until the baby is born, let's say that is June 7th (11 weeks from now). When the baby is born, I will take 6 weeks off which brings us to July 18. After this time I will begin work part time for the next 6 weeks, which brings us to the end of August. I plan to be back at work full time by the beginning of September.

When I do start to work again, I plan to come into the office as well as do work from my home. The time that I am working on site at WAIS, I will be bringing the baby with me for the first few months.

Q3 Revenue Forecast									3/13/95
	Actual	Actual	To-date	Forecast:					Post March
Source	Jan	Feb	Mar	Mar	Apr	May	Jun	Beyond	Totals
Backlog/Booked Revenue:									-
AOL		50,000		25,000					-
CMP II,II & Qualcards			27,470	13,000	40,950				-
CMP Maintenance	4,100	4,100	4,100	4,100	4,100	4,100	4,100	20,500	32,800
Cntr Disease Control		12,450			10,000				10,000
Conquest		5,000		5,000					-
Datavault	8,380	7,616		12,500	15,000	15,000	15,000	89,004	134,004
Diamond Micro Systems		13,500							-
Fulcrum		50,000		50,000		50,000			50,000
George Mason University			15,000	15,000					-
House Info Systems	5,000								-
Information Concepts			13,050	13,050					-
Intel	1,000	1,000		1,000					-
Michels / Food Net	23,434			23,434		23,435	23,435		46,869
National Science Foundation		7,500							-
NCMS	10,000								-
NPD	12,500								-
NYT/IBM		40,000		25,000	24,000				24,000
Reuters					50,000	50,000	50,000	38,800	188,800
RJO/DTIC	1,249			8,500			33,000	4,216	37,216
SAIC	5,000								-
SBIR NASA	22,785				25,000	25,000	25,000	523,273	598,273
Scholastic Maintenance	3,000	3,000	3,000	3,000	3,000	3,000	3,000	6,000	15,000
Scientec			7,500	7,500					-
SFNA			35,000	35,000		35,000	63,209		98,209
Stanford		10,000			10,000	14,964			24,964
Summary Corp			(7,500)	(7,500)					-
Univ of Mich	13,500								-
Total Actual/Backlog	109,947	204,166	97,620	261,534	141,100	220,499	216,744	681,793	1,260,135
Bruce to Close:									
American Geophysical Union				13,500					
BLM				15,000					
Datalytics				15,000					
EBSCO				15,000					
KPMG				20,000					
MIGA/World Bank				20,000					
Pac Bell				14,000					
SCO				42,000					
Spry Free				25,000					
Spry Server				10,000					
Sun Sentinel				15,000					
Cushion				(85,000)					
Subtotal - Bruce				119,500					
AOL				35,000					
Legal Data Center				50,000					
SHL Systems House				10,000					
Subtotal Cyndy to Close				95,000					
Intel					30,000		50,000	70,000	150,000
Simba				35,000		40,000			40,000
Subtotal Larry				35,000	30,000	40,000	50,000	70,000	190,000
Total Bottoms Up Fcst	109,947	204,166	97,620	511,034	171,100	260,499	266,744	751,793	1,450,135
Cummulative	109,947	314,113	411,733	825,147	171,100	431,599	698,342	2,275,282	1,560,082
Potential Upside -									
Bruce									
Larry									
Cyndy									
Total Actual/Forecast	109,947	204,166		511,034	171,100	260,499	266,744	751,793	1,560,082
Cummulative	109,947	314,113		825,147	171,100	431,599	698,342	2,275,282	